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AN ENERGY STAR BUILDINGSSM AND GREEN LIGHTS[®] CASE STUDY FOR Staples

Project Director

Robert Valair,
Manager of Facilities

Partner Since

1995

Total Committed Square Footage

10.26 million

Location

"We implemented energy-efficient upgrades under ENERGY STAR BuildingsSM and Green Lights[®] because it was right for our business and for our customers. This not only resulted in lower energy costs, but also enhanced the look of our stores"



– Robert Valair
Manager of Facilities

The pressures of the sales environment can often blind a company to their best long-term interests. Investing in energy-efficiency—even though the investments often pay back in two or three years—can seem incompatible with the day-to-day bottom line.

Staples Incorporated, recognizing the financial incentives in energy-efficiency, had made some energy-efficiency upgrades prior to joining Green Lights[®] in 1995. However, they were not taking advantage of all possible savings opportunities. Staples joined Green Lights because they saw an opportunity to gain valuable assistance in implementing a lighting upgrade plan that would reduce their costs and cut their energy use.

Staples began its Green Lights commitment by upgrading the lighting in 40 of its 606 stores as a test. In the pilot stores, Staples installed energy-efficient T8 lamps and electronic ballasts and saw their energy savings pay back the initial upgrade investment in less than

		Progress to Date
Project Costs	Total Expenditures	\$3.1 million
	Dollars Per Square Foot	\$0.91
	Total Square Footage Upgraded	3.39 million
	Percent Upgraded	xx%
Cost Savings	Annual Dollar Savings	\$985,425
	Dollar Savings Per Square Foot	\$0.29
	Internal Rate of Return (IRR)	29.3%
Energy Savings	Annual kWh Savings	6.3 million
Pollution Prevention	Annual Carbon Dioxide (lbs.)*	6.37 million
	Equivalent Cars off the Road	637
	Equivalent Acres of Trees Planted	xxxx



two years. Moreover, the new lighting made the stores look warmer, brighter and cleaner. The stores' enhanced appearance, in combination with the rapid rate of return and substantial energy savings, encouraged the retailer to join ENERGY STAR Buildings and undertake additional upgrades.

After joining ENERGY STAR Buildings, Staples completed their lighting upgrades in the remaining 566 stores. Next, Staples began surveying their stores to identify other whole-building upgrade opportunities. The company is now in the process of installing energy management systems, energy-efficient HVAC systems, LED exit signs, and other building envelope upgrades in all of its stores. To date, the completed upgrades have reduced Staples' utility bill by 6.5 percent.

Staples puts its energy savings to good use, passing some of the savings on to customers in the form of lower prices, and using some of the savings to build new stores. They building approximately 150 new stores every year, which they design according to energy-efficiency specifications.

Staples' upgrades are pleasing more than the financial department. Employees, customers, and the community all benefit from the energy-efficiency improvements. When Staples upgraded one of its warehouses to T8 lamps, employees noticed the higher quality lighting and brighter atmosphere. Customers have remarked on the pleasing shopping environment in the upgraded stores, and also credit Staples with 'doing the right thing' for the environment. Says Bob Valair, 'You don't really understand the impact (of ENERGY STAR Buildings) until you see the hard data, and wow! I didn't realize the impact it would have on the environment as well as the company.' Staples thanks ENERGY STAR Buildings for opening its eyes to additional energy-efficiency opportunities and helping them reduce pollution.